

**“SBA – Your Small Business Resource”**

**U.S. Small Business Administration**

New Mexico District Office  
625 Silver Avenue, SW, Suite 320  
Albuquerque, New Mexico 87102  
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[www.sba.gov/nm](http://www.sba.gov/nm)

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(505) 248-8238

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(505) 248-8231

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(505) 248-8236

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SBA Home Page: [www.sba.gov](http://www.sba.gov)

**The New Mexico  
SBA District Office  
Wishes You a  
Happy & Prosperous 2008!**

**The New Mexico District Office wishes to thank the New Mexico lending community and its SBA Resource partners for their efforts and commitment in providing assistance to the small business community.**

**We look forward to working with each and every one of you in 2008 in reaching individuals planning to start and grow their own business and in helping existing small businesses meet their capital, management and technical needs that will assist them grow a successful business.**

**The New Mexico SBA Team is here to help you. We welcome individuals to call us at (505) 248- 8225 or visit our office located at 625 Silver Avenue, SW, Suite 320, in Albuquerque, NM.**

Sincerely,

*John C. Woosley*  
New Mexico District Director

## **SBA & NATIONWIDE LAUNCH SMALL BUSINESS DISASTER PREPAREDNESS GUIDE**

The SBA and Nationwide Mutual Insurance Company have teamed up to launch a disaster planning guide for small business owners. SBA Deputy Administrator Jovita Carranza and Nationwide's Associate Vice President for Safety Bill Windsor made the announcement on December 4, 2007 during an event at the National Press Club.

The 10-page guide provides information business owners need to develop an effective plan to protect the business, as well as its customers and employees in the event of a disaster. The guide provides key disaster preparedness strategies to help small businesses identify potential hazards, create plans to remain in operation if the office is unusable, and understand the limitations of their insurance coverage.

"The most successful recovery efforts are always preceded by good planning," said Carranza. "The more preparation that businesses complete before a disaster, the better able they are to rebuild and reopen quickly after a disaster."

"Disasters can have a devastating impact on small businesses," said Windsor. "How quickly those businesses can get up and running after a disaster can have a significant impact on a community's ability to recovery. Understanding this, the SBA and Nationwide have created this guide to help business owners get their arms around the disaster planning process, and convince them to mitigate their risk."

Copies of the guide will be distributed by the SBA NM Office, its resource partners around the state and SBA's disaster field offices. Nationwide will make additional copies available to its agents for distribution. An electronic version is available online at [www.sba.gov/services/disasterassistance/disasterpreparedness/index.html](http://www.sba.gov/services/disasterassistance/disasterpreparedness/index.html), and at [www.nationwide.com](http://www.nationwide.com).

The SBA is the federal government's primary post-disaster economic recovery agency. Homeowners may borrow at favorable rates up to \$200,000 to repair or replace damaged real estate. Individuals, homeowners and renters may borrow up to \$40,000 to cover losses to personal property.

Non-farm businesses and non-profit organizations of any size may apply for up to \$1.5 million to repair or replace disaster damaged business assets and real property. Small businesses that suffered economic losses as a direct result of the declared disaster may apply for a working capital loan of up to \$1.5 million.

To learn more about the SBA's disaster assistance program, visit the website at <http://www.sba.gov/services/disasterassistance/index.html>.

## **SBA LENDER WINDOW DECALS NOW AVAILABLE**

Three different SBA Lender Window Decals are available free of charge to designated lenders:

- SBA Preferred Lender
- SBAExpress Lender
- Patriot Express Lender

To place an order for decals, lenders may contact Frances Padilla, Lender Relations Specialist, at 505/248-8242 or via email at [frances.padilla@sba.gov](mailto:frances.padilla@sba.gov).

## **2008 NEW MEXICO SMALL BUSINESS RESOURCE GUIDE**

The 2008 New Mexico Small Business Resource Guide is now available. This is a valuable tool for small business owners throughout the District as they develop their business plans and put those plans into action. Hard copies of this guide are available from the New Mexico SBA District. To request a copy individuals may call 505/248-8225 or visit district office located at 625 Silver Avenue, SW, Suite 320, in Albuquerque, NM. The resource guide can also be viewed online at <http://www.reni.net/guides/pdf/english/newmexico.pdf>.

## **LOANS GO TO MILITARY SERVICE MEMBERS, VETERANS & SPOUSES**

In the six months since its launch, the U.S. Small Business Administration's SBA Patriot Express Loan Initiative has produced more than 670 SBA guaranteed loans amounting to \$68 million, with an average loan amount of nearly \$101,000. In New Mexico there have been 13 Patriot Express Loans totaling \$654,500 since the inception of the program.

"Each day sees the number of Patriot Express loans rise and the number of participating lenders, currently more than 750 nationwide, rise as well," said SBA Administrator Steve Preston.

The Patriot Express initiative builds on the more than \$1 billion in loans SBA guarantees annually for veteran-owned businesses, and the counseling assistance and procurement support it provides each year to more than 100,000 veterans, service-disabled veterans and Reserve members. For more information on this program go to [www.sba.gov/patriotexpress](http://www.sba.gov/patriotexpress). You may also contact the NM SBA Office at 505/248-8225.

## **HISPANIC SMALL BUSINESS FORUM SCHEDULED**

On February 26th representatives from the New Mexico SBA District Office and its small business resource partners (Small Business Development Center, WESST Corp, and SCORE) will be presenting information at the "Hispanic Small Business Forum" about finance, management and technical assistance programs available to existing and potential small business owners. For more information about the Forum contact 505/842-9003.

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*"There are no shortcuts to any  
place worth going."  
-Beverly Sills*

## SBA 8(a) BUSINESS APPLICATION WORKSHOP

*Held Every 1<sup>st</sup> Thursday of the Month*

February 7, 2008  
March 6, 2008, April 3, 2008  
\*May 1, 2008  
(\* Start time for May is 3:00 pm)  
June 5, 2008, July 3, 2008  
August 7, 2008, September 4, 2008  
October 2, 2008, November 6, 2008  
December 4, 2008

1:00 pm – 3:00 pm

SBA Office  
625 Silver Avenue, SW, Suite 320  
Albuquerque, NM

For Information call:  
(505) 248-8228 or (505) 248-8233  
Free/No pre-registration is required.

## REGULATORY FAIRNESS ROUNDTABLE FOR SMALL BUSINESS *Scheduled for May 2, 2008*

**MARK YOUR CALENDARS!** - The SBA National Ombudsman Office has scheduled a “SBA Regulatory Fairness Roundtable for Small Businesses” in New Mexico in 2008. The session is scheduled for **Friday, May 2, 2008** in Albuquerque, NM. It will be held at the Central New Mexico Community College’s Smith Brasher Building from 8:00 am to 12:00 noon. SBA National Ombudsman Nicholas Owens will hear concerns, comments and complaints about Federal regulatory enforcement and compliance. Small business owners, representatives of trade associations and community and business leaders are invited to comment about compliance and enforcement of regulations by Federal agencies and to learn more about the impact of federal regulations on small businesses.

For additional information, please contact the SBA Office at 505/248-8225 or Susan Chavez at 505/248-8236 or John Woosley, NM SBA District Director, at 505/248-8238.

## SMALL BUSINESS RESOURCES

Albuquerque SCORE Chapter #67  
625 Silver Avenue, SW, Suite 320  
Albuquerque, New Mexico 87102  
(505) 248-8232  
[www.abqscore.org](http://www.abqscore.org)

Las Cruces SCORE Chapter #397  
Loretto Towne Center  
505 S. Main Street, Suite 125  
Las Cruces, New Mexico 88001  
(505) 523-5627  
[www.zianet.com/score.397](http://www.zianet.com/score.397)

Santa Fe SCORE Chapter #373  
Montoya Federal Bldg., Room 207  
120 S. Federal Place  
Santa Fe, New Mexico 87501  
(505) 988-6302  
[www.santafescore.org](http://www.santafescore.org)

NM Small Business Dev. Center Network  
6401 Richards Avenue  
Santa Fe, New Mexico 87508  
1-800-281-7232  
[www.nmsbdc.org](http://www.nmsbdc.org)  
*20 Service Centers located throughout the State*

WESST Corp  
*Offices in Albuquerque, Gallup, Las Cruces, Rio Rancho, Roswell & Santa Fe)*  
1-800-GO-WESST  
[www.wesst.org](http://www.wesst.org)

ACCION NM  
(505) 243-8844  
[www.accionnm.org](http://www.accionnm.org)

The Loan Fund  
(505) 243-3196  
[www.theloanfund.org](http://www.theloanfund.org)

NM SBA District Office  
(505) 248-8225  
[www.sba.gov/nm](http://www.sba.gov/nm)

NEDA Business Consultants, Inc.  
Operator of Minority Business Enterprise Center  
*(Funded by US Dept. of Commerce/MBDA)*  
(505) 843-7114  
[www.nedainc.net](http://www.nedainc.net)

NM Native American Business Enterprise Center  
*(Funded by US Dept. of Commerce/MBDA)*  
(505) 243-6775  
[www.nmnabec.org](http://www.nmnabec.org)



## ALBUQUERQUE SCORE CHAPTER WORKSHOPS

*Held 3<sup>rd</sup> Friday of the Month*

8:30 am – 4:00 pm

2008 Workshop Dates:

January 18, 2008, February 15, 2008  
March 21, 2008, April 18, 2008  
May 16, 2008, June 20, 2008  
July 18, 2008, September 19, 2008  
October 17, 2008, November 21, 2008  
*(Workshop not held in August & December)*

## “ESSENTIALS FOR STARTING A NEW BUSINESS”

@

SBA Office  
625 Silver Avenue, SW, Suite 320  
Albuquerque, NM 87102

This is a one day workshop for entrepreneurs and new business owners. Learn business basics from outstanding professionals. All are experts in a variety of business fields who will share their professional knowledge and experience. Topics include: Business Plan, Management, Marketing, Tax Considerations, Insurance, Funding Sources, Business Structures, Record Keeping, and SBA Programs.)

Telephone Reservations:  
(505) 248-8232  
Fee: \$55 – Pay at the door.

*“It is better to deserve honors  
and not to have them than to  
have them and not deserve them.”  
-Mark Twain*

## SBA 504 LOAN PROGRAM

SBA's 504 Certified Development Companies serve their communities by financing business expansion needs. The SBA 504 Loan Program provides long-term, fixed-rate, subordinate mortgage financing for acquisition and/or renovation of capital assets including land, buildings & equipment.

Enchantment Land Certified  
Development Company  
(505) 843-9232  
[www.elcdc.com](http://www.elcdc.com)

*(SBA 504 Loans – Statewide/NM)*

Capital Certified Development  
Corporation  
(505) 890-8890  
[www.capitalecdc.com](http://www.capitalecdc.com)

*(SBA 504 Loans- Statewide in  
New Mexico & Texas)*

Community Economic Development  
Company of Colorado/Small Business  
Finance Corporation  
(970) 264-0496 (Colorado)  
[www.cedco.org](http://www.cedco.org)

*(SBA 504 Loans – Colorado & San  
Juan County in NM and San Juan  
County of Utah)*

Mountain West Small Business Finance  
Certified Development Company  
(801) 474-3232 (Utah #)  
Or (435)652-3761 (Utah #)  
*(SBA 504 Loans in NM & Utah)*

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*"In the end, we will remember  
not the words of our enemies,  
but the silence of our friends."*

*-Martin Luther King, Jr.*

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# ~ SAVE THE DATE ~

## ~ THURSDAY, MAY 1, 2008 ~

The NM Small Business Administration &  
The NM Small Business Development Center Network

Invite and encourage you to attend the



## 2008 New Mexico Small Business Week Awards Celebration

11:00 a.m. – 1:30 p.m.

@

Hotel Albuquerque at Old Town  
800 Rio Grande Blvd. NW  
Albuquerque, New Mexico

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For additional information on the event, please contact  
Flo Dow, NM Small Business Development Center  
(Santa Fe, NM), (505)428-1362 or 1-800-281-7232  
or Susan Chavez, SBA, (505) 248-8236

Cosponsorship Authorization#: 08-0682-06. SBA's participation in this cosponsorship is not an endorsement of the views, opinions, products or services of any cosponsor or other person or entity. All SBA programs, services and cosponsored activities are extended to the public on a nondiscriminatory basis. Reasonable arrangements for persons with disabilities will be made if requested at least two weeks in advance. Contact: Flo Dow, NMSBDC, 505/428-1362.

## IRS OFFERS RELIEF FOR LATE S CORP ELECTIONS

Businesses that are eligible to elect S corporation tax treatment now have a simpler process for requesting relief for late elections, thanks to an IRS Taxpayer Burden Reduction initiative.

Revenue Procedure 2007-62, announced in [IRS news release IR-2007-166](#), outlines the new provision that permits small businesses that missed filing [Form 2553](#), *Election by a Small Business Corporation*, before filing their first [Form 1120S](#), *U.S. Income Tax Return for an S Corporation*, to file both forms simultaneously. The change is effective for taxable years that end on or after Dec. 31, 2007.

The requirement for filing Form 2553 to establish the election in advance of filing the initial Form 1120S remains in effect. However, the new process will save time and effort for those taxpayers who can establish reasonable cause for making a late election.

Form 2553 will be updated to reflect Rev. Proc. 2007-62, so taxpayers filing paper Forms 2553 should download the most recent revision from IRS.gov. Form 2553 can also be submitted electronically as an attachment to an e-filed Form 1120S.

To learn about IRS announcements and other IRS products and services, subscribe to IRS's e-News for Small Businesses.

To see a representative sample and to start your free subscription to e-News, just visit the IRS Website at <http://www.irs.gov/businesses/small/content/0,,id=154826,00.html>, type in your e-mail address and submit.

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*"Recall it as often as you wish,  
a happy memory never wears out."  
-Libbie Fudim*

## CONGRATULATIONS NEW MEXICO SCORE!

At the national SCORE District Directors' meeting held in Hilton Head, South Carolina, on December 9-12, SCORE CEO Ken Yancey presented Cindy Mottle, New Mexico SCORE District Director, the highest award at the conference for **"Most Improved SCORE District for Fiscal Year 2007."**

"We congratulate Cindy Mottle and the New Mexico SCORE Chapters on the recognition for their commitment to small businesses. This is excellent news for the small business community in New Mexico because it means they are accessing the services available to them. SCORE is one of the Small Business Administration's resource partners available to provide management and technical assistance to individuals wanting to start a business and to existing entrepreneurs needing guidance in a particular area of their business," states John C. Woosley, New Mexico SBA District Director. "We congratulate Cindy for her leadership and the volunteers for their willingness to share their expertise and knowledge."

SCORE has over 11,000 volunteers in 389 chapters across the country including NM District's chapters in Santa Fe, Las Cruces, and Albuquerque. SCORE provides no cost face-to-face small business counseling and local business workshops and seminars.

Cindy Mottle has been a SCORE volunteer since 1999 and prior to becoming the New Mexico SCORE District Director, served as Assistant District Director, Chapter Chair, Treasurer, and IT Chair. Ms. Mottle has B.S. degrees in Mathematics and Computer Science and is retired from an active business career as an IT Director and Director of Operations.

The SCORE Association was formed in 1964 and is a non profit association dedicated to entrepreneur education and the formation, growth, and success of small business nationwide.

## CONSIDERING STARTING A SMALL BUSINESS??

So, you're thinking of starting your own business? Well, you are not alone. It's the American entrepreneurial dream to take a business idea from concept, research and planning stages to the day when you open your door, hand out your shingle or go live online. Developing a workable plan is a critical step. The SBA can assist. **As you start your plan, carefully research and answer these seven questions.**

- What niche or void will my business fill?
- What services or products will I sell?
- Is my idea practical?
- Who is my competition?
- What is my business's advantage over existing firms?
- Can I deliver a better quality service?
- Can I create a demand for my business?

**Once you've determined your business idea is feasible, consider these questions:**

- What skills and experience do I bring to the business?
- What will be my legal structure?
- How will my company's business records be maintained?
- What equipment or supplies will I need?
- How will I compensate myself?
- What are my resources?
- What financing will I need?
- Where will my business be located?
- What will I name my business?

*Excerpts taken from the publication entitled "The Facts about Starting a Small Business." Publication is available at the NM SBA District Office (505/248-8225).*

*We thank the New Mexico lenders and the New Mexico Small Business Resources for their support and assistance to the small business community!*

	<b>1st Qtr TOTALS</b> (10/1/07 - 12/31/07)	<b>FY08 New Mexico Lender Rankings</b>
Lender	No. Loans	\$ Volume
<b>7(a) Loan Activity</b>		
First Community Bank	9	\$1,872,600
Western Commerce Bank	9	\$1,701,300
Bank of Southwest	8	\$841,800
Capital One	7	\$270,000
Bank of America	6	\$104,000
Innovative Bank	6	\$90,000
Wells Fargo Bank	5	\$3,626,300
My Bank	4	\$1,900,000
Compass Bank	4	\$319,500
Pioneer Bank	2	\$879,300
The Bank of Clovis	2	\$486,500
Western Bank	2	\$200,000
New Mexico Bank & Trust	2	\$48,900
United Bank of El Paso Del Norte	2	\$40,000
Mountain 1st Bank & Trust Company	1	\$1,750,000
Nara Bank	1	\$1,150,000
The First National Bank	1	\$900,000
Wachovia SBA Lending, Inc.	1	\$424,500
Small Business Loan Source	1	\$405,000
State National Bank	1	\$350,000
Vectra Bank Colorado	1	\$200,000
Citizens Bank of Las Cruces	1	\$200,000
Millennium State Bank of Texas	1	\$175,000
Bank of Albuquerque	1	\$50,000
Bank of the Rio Grande	1	\$45,000
Mountain America FCU	1	\$15,000
Superior Financial Group	1	\$7,500
<b>Totals</b>	<b>81</b>	<b>\$18,052,200</b>
<b>504 CDC Participation</b>		
Capital CDC	8	\$3,574,000
Enchantment Land CDC	7	\$3,598,000
Business Development Finance Corporation	1	\$1,613,000
Mountain West Small Business Finance	1	\$111,000
<b>Total</b>	<b>17</b>	<b>\$8,896,000</b>
<b>504 3rd Party Lender Participation</b>		
New Mexico Bank & Trust	3	\$837,000
Bank of America	2	\$1,697,443
Wachovia Securities, Inc.	1	\$3,833,660
Millennium State Bank of Texas	1	\$2,252,600
Bank of the West	1	\$1,794,550
Alamogordo Federal Savings & Loan Association	1	\$582,750
Los Alamos National Bank	1	\$475,000
First Community Bank	1	\$375,000
Pinnacle Bank	1	\$317,500
Bank of the Rio Grande	1	\$236,250
First National Bank of Santa Fe	1	\$170,621
Ironstone Bank	1	\$165,904
WEBBank	1	\$150,000
Sunrise Bank of Albuquerque	1	\$115,441
<b>Total</b>	<b>17</b>	<b>\$13,003,719</b>

**SUBSCRIBE TO RECEIVE THE NEW MEXICO DISTRICT OFFICE NEWSLETTER**

- Visit <http://www.sba.gov> and click on **E-NEWSLETTERS** (located on left middle side of Web page).
- Scroll down and check the boxes next to the newsletters you would like to receive.
- Enter your first name, last name and e-mail address in the box at the bottom of the page and click on "**SUBSCRIBE.**" You will receive an e-mail to confirm your subscription.